

Message Text

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PAGE 01 WARSAW 06931 211254Z

41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 SS-15 SP-02 NSC-05

OMB-01 TRSE-00 /052 W

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R 211154Z OCT 75

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 8006

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E.O. 11652: N/A

TAGS: EAIR, PL

SUBJECT: PAN AM-LOT CIVAIR DISCUSSIONS

REF STATE 151659

1. PAN AM SENIOR VICE PRESIDENT FLANAGAN CALLED ON EMBASSY OFFICERS OCTOBER 17 TO REVIEW THE RESULTS OF PAN AM-LOT DISCUSSIONS THAT WERE HELD IN WARSAW OCTOBER 16 AND 17.

2. FLANAGAN SAID THE DISCUSSIONS WERE CORDIAL AND THAT SOME SECONDARY PROBLEMS HAD BEEN CLARIFIED. HOWEVER, HE LAMENTED THAT THE INCREASING ROLE OF THE MINISTRY OF FINANCE IN POLISH AVIATION MATTERS WAS MAKING IT VERY DIFFICULT FOR PAN AM TO RECEIVE ANY FIRM COMMITMENT FROM LOT AVIATION AUTHORITIES. PAN AM LEARNED THAT THE MINISTRY OF FINANCE MIGHT ALLOW ZLOTY TICKET SALES FOR XXXDIRECT PAN AM FLIGHTS TO CHICAGO IF A FOURTH FREQUENCY FOR LOT TO NEW YORK IS APPROVED FOR THE SUMMER 1976 SEASON. HOWEVER, THE ADDITIONAL DRAIN OF HARD CURRENCY FROM POLAND AS A RESULT OF SUCH SALES WOULD HAVE TO BE LESS THAN THE INFLOW DERIVED FROM LOT'S FOURTH FREQUENCY. FLANAGAN FELT THAT THE POLES HEDGED THEIR COMMITMENTS SO MUCH THAT THEY WERE NOT REAL COMMITMENTS.

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PAGE 02 WARSAW 06931 211254Z

3. TWO BASIC PROBLEMS REMAIN UNRESOLVED. THE POLISH

MINISTRY OF FINANCE WILL NOT MEET ITS OBLIGATION TO ALLOW
ZLOTY SALES ON PAN AM'S ENTIRE ROUTE SYSTEM, AND THE U.S.
WILL NOT APPROVE LANDING RIGHTS AT CHICAGO FOR LOT.

4. COMMENT: AS LONG AS PAN AM IS ABLE TO CONVERT ITS ZLOTY
EARNINGS TO DOLLARS AT THE ARTIFICIAL, THOUGH LEGAL, RATE
OF 19.92 TO THE DOLLAR, THE MINISTRY OF FINANCE IS LIKELY
TO BE UNHAPPY ABOUT APPROVING ANY INCREASE IN PAN AM'S
ZLOTY TICKET SALES.

DAVIES

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